

2020 YEAR IN REVIEW

Market Watch



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Market Overview

In a normal year, December would see the housing market begin to slow for the holidays—but as we all know, this year was anything but normal. It was an especially consequential one for real estate, with the unprecedented sales activity our markets experienced in its second half surging through the year’s end.

The remarkable pace of sales began in late May in our Connecticut and Berkshires, Mass., markets, with Westchester County, N.Y., joining the frenzy as that region reopened in June. During the third and fourth quarters of 2020, single family home sales and dollar volume increased by double and sometimes even triple digit percentages on a weekly, monthly and quarterly basis versus the same periods of the prior year in every market our company serves. We also monitored pending sales throughout the year and saw similar increases. We would expect to see single to low double digit percentage increases in a good year under normal circumstances.

We attribute the unrivaled activity in our marketplaces to the ongoing pandemic and its ramifications across all facets of people’s lives, as discussed in greater detail below. With New York City residents flying to the suburbs in ever greater numbers, the data indicates we’re unlikely to see a lull in the demand anytime soon. Over the summer and fall, residential contracts soared to record heights and remained at these levels as the year concluded. The pipeline of contracts potentially will lead us into an enormous first quarter in closed sales, as shown by the pending sales data for the last 60 days of the fourth.

For those 60 days, single family contracts in Fairfield County increased by 55% in units and 120% in dollar volume compared to the final 60 days of 2019. Similarly, Westchester County pending sales witnessed an uptick of 37% in units and 57% in volume. In the Connecticut Shoreline region of New Haven, Middlesex and New London Counties, pending



ON THE COVER:
18 Ferry Road, Lyme CT | MLS: 170335544

ECONOMIC FACTORS

INDICATORS	DATES			DATES	GDP
	12/31/19	6/30/20	12/31/20		
Stock Market (Dow)	28,462.14	25,812.88	30,606.48	Q4 2019	2.1%
Consumer Confidence	126.5	98.1	88.6	Q1 2020	-4.8%
Mortgage Rate (US 30 year)	3.74%	3.13%	2.66%	Q2 2020	-31.4%
Unemployment Rate	3.5	11.1	6.7*	Q3 2020	33.4%
				Q4 2020 (EST.)	2.8%

*December Unemployment Rate

unit sales rose by 22% and volume by 15%. Litchfield County's units increased by 61% and volume by 90%, and Hartford County's Farmington Valley saw units remain flat with volume increasing by 12%. Only Berkshire County saw a decline in pending unit sales by 27%, even as dollar volume grew by 16%.

We've consistently observed increases at these levels or higher for many months now, and closings are keeping pace. In the fourth quarter of 2020, Fairfield County single family unit sales were up 75% and dollar volume 145% compared to the fourth quarter last year, while neighboring Westchester County saw unit sales rise by 58% and volume by 88%. Units increased by 45% and volume by 91% on the Connecticut Shoreline, as Litchfield County experienced unit growth of 63% and volume growth of 142%, and the Farmington Valley saw units up by 40% and volume by 62%. In the Berkshires, units increased by 47% and volume by 123%.

Notably, across all regions pending and closed dollar volume was always substantially higher than pending and closed unit sales, a sign of more properties transacting for higher prices. Indeed, the 12-month median selling price was higher than last year in every market, increasing by 19% in Fairfield County, 12% in Westchester County, 13% on the Shoreline, 23% in Litchfield County, 6% in the Farmington Valley and 20% in Berkshire County.

If sales for the full calendar year of 2020 didn't quite hit the same peaks as the third and fourth quarters, it's due to the significant impact of the lockdown in the second quarter, which caused sales to plummet for several weeks. The full year figures can be found in the charts in the following sections. Looking ahead, we have every reason to believe the extraordinary market in which we find ourselves will continue well into the future. The pending sales data is our lead indicator, but there are other aspects to consider as well.

The demand is largely fueled by New Yorkers who want to leave the city. According to the *New York Post*, well over 300,000 New Yorkers have left the city since the pandemic began in March, citing USPS data that revealed a nationwide trend: Chicago, San Francisco, Los Angeles, Washington DC and other major cities have experienced significant population losses as well. There are many factors driving their decisions: the widespread trend toward remote working, uncertainty surrounding school closures and hybrid schedules, the decimation of small businesses due to reduced customer demand, discussion among policymakers of potentially increasing taxes on the wealthy in major cities, and even a major increase in crime in New York City, with murders and shootings spiking. People also want more room to spread out in this social distancing era, and the population density is far lower in the suburbs than the city. New York has 8.4 million residents with 27,000 people per square

mile, while Westchester County has just 1,900 people per square mile, Fairfield County has 1,467 and Litchfield County has 206.

If even a small percentage of these New York City dwellers relocate to our territories, there can be a dramatic effect on the real estate market. Consider that in 2019, all of the markets that we serve saw just under 40,000 transactions for the full calendar year. If all of those buyers had come from New York City, which has 3.5 million total housing units, that would mean that 1.1% of city households relocated to the suburbs. If this percentage were to increase by a mere 0.6% with the wave of New Yorkers heading our way, that would translate to nearly 20,000 more units transacting—a 50% increase over 2019. When thought of in these terms, it becomes clear that the shift we are seeing in our markets is for the long term.

Housing inventory has been an issue this year, with fewer listings available than previous years, widening the gap between supply and the level of demand we're now witnessing. We have encouraged potential sellers throughout the year to list their properties as we are clearly in a seller's market and more inventory is needed. In a positive sign, November and

December did see an uptick in new inventory hitting the market, and we are hopeful still more listings will arrive in the near future.

The New York City effect is overriding the more traditional economic indicators that typically provide insight on the relative health of the real estate market. Some, such as unemployment numbers and consumer confidence, have fluctuated throughout 2020, with the latter showing promising increases in September and October only to decline again in November and December. The monthly Consumer Confidence Index stood at 88.6 at the end of the year (1985=100). Interest rates, meanwhile, remain as low as the stock market stands high, and GDP growth is projected to reach 2.8% in the fourth quarter after achieving a record rebound in the third. We will keep an eye on each of these economic factors moving forward, but we maintain that they are less reliable indicators at this moment in time, given the unique impact of the pandemic.

I hope you find this report informative and invite you to contact one of our sales associates at any time if we can help you with your real estate needs.

Wishing you health and safety.



A handwritten signature in black ink that reads "Paul E. Breunich".

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Sharon CT
MLS: X32839047



62 Stratton Road, Scarsdale NY
MLS: 6088264

AT A GLANCE

Westchester County

\$735K ▲12%

12-MONTH MEDIAN SELLING PRICE*

6,776 ▲13%

YTD CLOSED SALES

\$6B ▲26%

YTD CLOSED VOLUME

1,286 ▼27%

CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 1/1/20 - 12/31/20

QUARTERLY SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			INVENTORY
	Q4 2019	Q4 2020	% CHANGE	Q4 2020
All Price Ranges	1,444	2,280	58%	1,286
0-\$999,999	1,192	1,681	41%	721
\$1,000,000-\$1,999,999	188	441	135%	304
\$2,000,000-\$2,999,999	37	112	203%	101
\$3,000,000-\$4,999,999	18	33	83%	91
\$5,000,000+	9	13	44%	69

SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			INVENTORY
	Q4 2019	Q4 2020	% CHANGE	Q4 2020
All Price Ranges	961	1,537	60%	891
0-\$999,999	773	1,095	42%	499
\$1,000,000-\$1,999,999	137	323	136%	218
\$2,000,000-\$2,999,999	30	84	180%	72
\$3,000,000-\$4,999,999	16	23	44%	64
\$5,000,000+	5	12	140%	38

NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			INVENTORY
	Q4 2019	Q4 2020	% CHANGE	Q4 2020
All Price Ranges	483	743	54%	395
0-\$999,999	419	586	40%	222
\$1,000,000-\$1,999,999	51	118	131%	86
\$2,000,000-\$2,999,999	7	28	300%	29
\$3,000,000-\$4,999,999	2	10	400%	27
\$5,000,000+	4	1	-75%	31

YTD SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	5,978	6,776	13%	1,286
0-\$999,999	4,681	4,920	5%	721
\$1,000,000-\$1,999,999	985	1,389	41%	304
\$2,000,000-\$2,999,999	216	331	53%	101
\$3,000,000-\$4,999,999	77	111	44%	91
\$5,000,000+	19	25	32%	69

SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	4,090	4,554	11%	891
0-\$999,999	3,044	3,154	4%	499
\$1,000,000-\$1,999,999	780	1,032	32%	218
\$2,000,000-\$2,999,999	186	254	37%	72
\$3,000,000-\$4,999,999	68	90	32%	64
\$5,000,000+	12	24	100%	38

NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	1,888	2,222	18%	395
0-\$999,999	1,637	1,766	8%	222
\$1,000,000-\$1,999,999	205	357	74%	86
\$2,000,000-\$2,999,999	30	77	157%	29
\$3,000,000-\$4,999,999	9	21	133%	27
\$5,000,000+	7	1	-86%	31

DOLLAR VOLUME UNDER CONTRACT

WESTCHESTER COUNTY OVERALL

	2019	2020	% CHANGE
	NOV 1 - DEC 31	NOV 1 - DEC 31	
Units	840	1,151	37.0%
Volume	\$694,433,947	\$1,092,598,936	57.3%

SOUTHERN WESTCHESTER COUNTY

	2019	2020	% CHANGE
	NOV 1 - DEC 31	NOV 1 - DEC 31	
Units	582	756	29.9%
Volume	\$515,980,684	\$783,317,754	51.8%

NORTHERN WESTCHESTER COUNTY

	2019	2020	% CHANGE
	NOV 1 - DEC 31	NOV 1 - DEC 31	
Units	258	395	53.1%
Volume	\$178,453,263	\$309,281,182	73.3%



404 W 246th Street, Bronx NY
MLS: 6087118

SINGLE FAMILY HOME SALES BY COMMUNITY

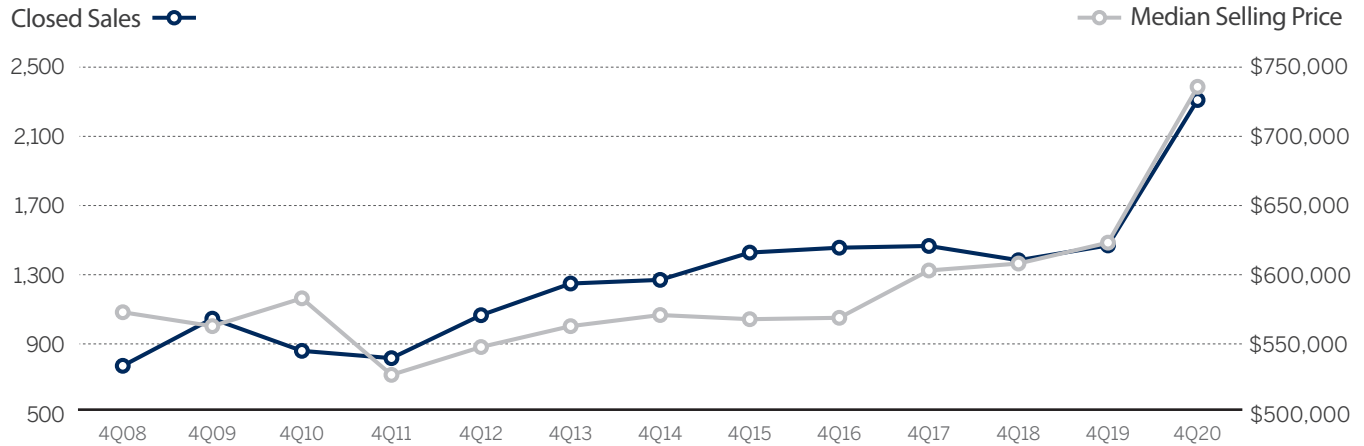
SOUTHERN WESTCHESTER COUNTY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE YTD 19 VS YTD 20	YTD 19 VS YTD 20	% CHANGE	2019	2020	% CHANGE 19 VS 20
		WESTCHESTER COUNTY	1,286	5,978	6,776	13%	26%	\$656,000	\$735,000
Southern Westchester	891	4,090	4,554	11%	22%	\$700,000	\$770,000	10%	
Ardsey	19	101	108	7%	12%	\$730,000	\$713,000	-2%	
Blind Brook	33	110	132	20%	33%	\$910,000	\$992,000	9%	
Briarcliff Manor	14	51	76	49%	51%	\$878,000	\$883,000	1%	
Bronxville	17	69	75	9%	22%	\$1,775,000	\$2,150,000	21%	
Dobbs Ferry	16	66	69	5%	10%	\$811,000	\$819,000	1%	
Eastchester	21	113	126	12%	16%	\$719,000	\$755,000	5%	
Edgemont	10	71	96	35%	32%	\$1,120,000	\$1,064,000	-5%	
Elmsford	23	67	60	-10%	-5%	\$495,000	\$535,000	8%	
Greenburgh	25	154	144	-6%	-2%	\$568,000	\$580,000	2%	
Harrison	59	157	212	35%	39%	\$1,250,000	\$1,355,000	8%	
Hartsdale (P.O.)	12	103	84	-18%	-12%	\$624,000	\$640,000	3%	
Hastings	11	69	77	12%	21%	\$750,000	\$833,000	11%	
Irvington	31	91	96	5%	3%	\$903,000	\$939,000	4%	
Mamaroneck *	27	269	289	7%	16%	\$1,160,000	\$1,200,000	3%	
Mount Pleasant	18	107	113	6%	12%	\$580,000	\$635,000	9%	
Mount Vernon	38	192	157	-18%	-5%	\$435,000	\$510,000	17%	
New Rochelle	77	332	421	27%	39%	\$675,000	\$739,000	9%	
Ossining	40	191	256	34%	49%	\$468,000	\$514,000	10%	
Pelham	24	130	160	23%	39%	\$965,000	\$1,078,000	12%	
Pleasantville	15	81	72	-11%	-6%	\$665,000	\$745,000	12%	
Pocantico Hills	1	12	10	-17%	6%	\$658,000	\$975,000	48%	
Port Chester	19	108	98	-9%	-6%	\$525,000	\$570,000	9%	
Purchase (P.O.)	22	42	36	-14%	-8%	\$1,700,000	\$1,455,000	-14%	
Rye City	37	149	188	26%	37%	\$1,920,000	\$1,940,000	1%	
Rye Neck	15	63	80	27%	21%	\$1,000,000	\$930,000	-7%	
Scarsdale	63	258	298	16%	28%	\$1,399,000	\$1,595,000	14%	
Tarrytown	10	66	79	20%	29%	\$776,000	\$775,000	0%	
Tuckahoe	11	39	46	18%	26%	\$800,000	\$842,000	5%	
Valhalla	13	70	79	13%	21%	\$591,000	\$610,000	3%	
White Plains	45	237	245	3%	11%	\$675,000	\$700,000	4%	
Yonkers	125	522	572	10%	21%	\$520,000	\$570,000	10%	
CONDOMINIUMS AND COOPERATIVES									
Condominiums	292	833	797	-4%	0%	\$419,000	\$435,000	4%	
Cooperatives	678	1,770	1,462	-17%	-11%	\$179,000	\$186,000	4%	

*Mamaroneck School District includes Larchmont P.O.

SINGLE FAMILY HOMES 13-YEAR THIRD QUARTER SALES

WESTCHESTER COUNTY OVERALL



SINGLE FAMILY HOME SALES BY COMMUNITY

NORTHERN WESTCHESTER COUNTY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	YTD 19 VS YTD 20	% CHANGE	2019	2020	% CHANGE
				YTD 19 VS YTD 20	YTD 19 VS YTD 20			19 VS 20	
WESTCHESTER COUNTY	1,286	5,978	6,776	13%	26%	\$656,000	\$735,000	12%	
Northern Westchester	395	1,888	2,222	18%	36%	\$566,000	\$660,000	17%	
Bedford	84	240	345	44%	49%	\$725,000	\$860,000	19%	
Byram Hills	38	151	191	26%	31%	\$990,000	\$1,070,000	8%	
Chappaqua	35	183	304	66%	88%	\$850,000	\$948,000	12%	
Croton-Harmon	12	107	96	-10%	-2%	\$575,000	\$641,000	11%	
Hendrick Hudson	25	164	162	-1%	-7%	\$510,000	\$484,000	-5%	
Katonah-Lewisboro	59	203	325	60%	74%	\$650,000	\$749,000	15%	
Lakeland	38	284	287	1%	7%	\$407,000	\$430,000	6%	
North Salem	23	55	90	64%	98%	\$529,000	\$600,000	13%	
Peekskill	11	108	78	-28%	-20%	\$334,000	\$375,000	12%	
Somers	45	178	166	-7%	5%	\$528,000	\$597,000	13%	
Yorktown	25	215	178	-17%	-5%	\$525,000	\$558,000	6%	
CONDOMINIUMS AND COOPERATIVES									
Condominiums	75	504	452	-10%	78%	\$340,000	\$371,000	9%	
Cooperatives	33	99	100	1%	60%	\$125,000	\$125,000	0%	



2 Hidden Hill Road, Westport CT
MLS: 170363383

AT A GLANCE

Fairfield County

\$536K ▲19%

12-MONTH MEDIAN SELLING PRICE*

11,638 ▲34%

YTD CLOSED SALES

\$10B ▲68%

YTD CLOSED VOLUME

2,744 ▼21%

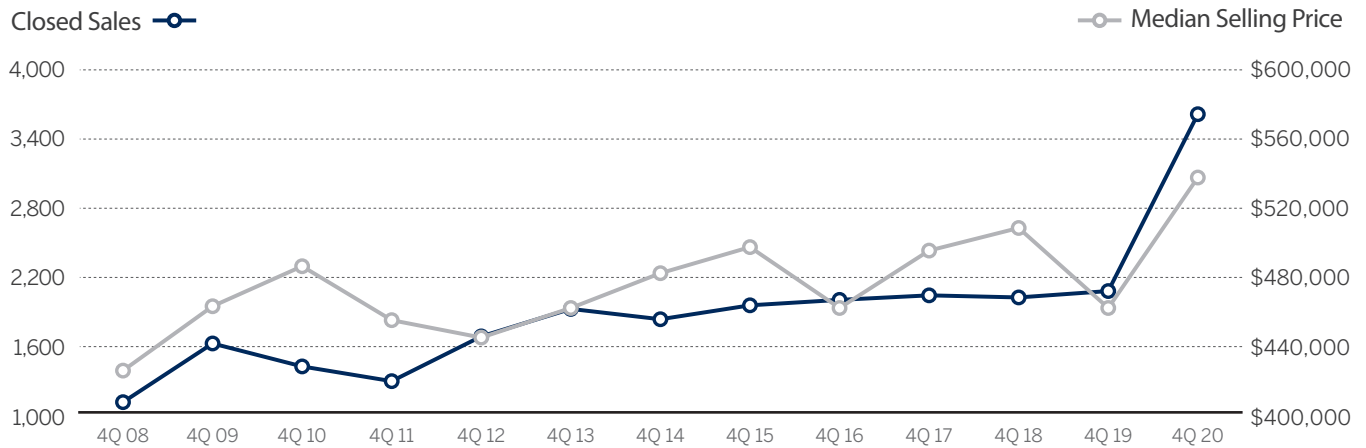
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 1/1/20 - 12/31/20

SINGLE FAMILY HOMES BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q4 2019	Q4 2020	% CHANGE	Q4 2020
All Price Ranges	2,046	3,571	75%	2,744
0-\$799,999	1,641	2,376	45%	1,226
\$800,000-\$1,499,999	237	668	182%	531
\$1,500,000-\$1,999,999	64	223	248%	221
\$2,000,000-\$2,999,999	60	161	168%	289
\$3,000,000+	44	143	225%	477

SINGLE FAMILY HOMES 13-YEAR THIRD QUARTER SALES



DOLLAR VOLUME UNDER CONTRACT

	2019	2020	% CHANGE
	NOV 1 - DEC 31	NOV 1 - DEC 31	
Units	2,381	3,695	55.2%
Estimated Volume	\$1,492,573,301	\$3,284,742,472	120.1%
Listed Avg Volume	\$626,868	\$888,970	41.8%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	% CHANGE	2019	2020	% CHANGE	
				YTD 19 VS YTD 20	YTD 19 VS YTD 20				19 VS 20
FAIRFIELD COUNTY	2,744	8,656	1,1638	34%	68%	\$450,000	\$536,000	19%	
Bethel	35	197	251	27%	40%	\$345,000	\$390,000	13%	
Bridgeport	168	716	698	-3%	15%	\$206,000	\$245,000	19%	
Brookfield	35	206	254	23%	32%	\$397,000	\$425,000	7%	
Danbury	87	459	538	17%	33%	\$317,000	\$340,000	7%	
Darien	94	276	436	58%	70%	\$1,240,000	\$1,425,000	15%	
Easton	46	121	172	42%	49%	\$563,000	\$586,000	4%	
Fairfield	191	767	1,088	42%	74%	\$585,000	\$675,000	15%	
Greenwich	768	528	861	63%	83%	\$1,858,000	\$2,080,000	12%	
Monroe	49	258	321	24%	40%	\$368,000	\$425,000	15%	
New Canaan	116	248	390	57%	84%	\$1,239,000	\$1,400,000	13%	
New Fairfield	48	204	326	60%	81%	\$341,000	\$400,000	17%	
Newtown	98	395	555	41%	56%	\$380,000	\$430,000	13%	
Norwalk	151	643	828	29%	49%	\$485,000	\$540,000	11%	
Redding	53	123	206	67%	104%	\$525,000	\$568,000	8%	
Ridgefield	92	327	556	70%	94%	\$628,000	\$708,000	13%	
Rowayton	47	84	116	38%	46%	\$1,208,000	\$1,217,000	1%	
Shelton	66	448	486	8%	18%	\$339,000	\$379,000	12%	
Sherman	24	66	90	36%	51%	\$418,000	\$499,000	19%	
Stamford	190	757	941	24%	40%	\$575,000	\$625,000	9%	
Stratford	112	686	758	10%	37%	\$250,000	\$299,000	20%	
Trumbull	78	479	559	17%	31%	\$385,000	\$430,000	12%	
Weston	44	163	296	82%	108%	\$685,000	\$820,000	20%	
Westport	128	356	638	79%	110%	\$1,125,000	\$1,356,000	21%	
Wilton	71	233	390	67%	95%	\$690,000	\$810,000	17%	
Middlebury*	45	106	115	8%	38%	\$310,000	\$365,000	18%	
Oxford*	36	144	172	19%	35%	\$340,000	\$405,000	19%	
Southbury*	40	220	287	30%	44%	\$364,000	\$390,000	7%	
CONDOMINIUMS									
FAIRFIELD COUNTY	1,011	2,819	3,257	16%	31%	\$253,000	\$280,000	11%	

*Is not included in totals

Fairfield County



5n Father Peters Lane, New Canaan CT
MLS: 170347781



4 Hamburg Road, East Haddam CT
MLS: 170333256

AT A GLANCE

The Shoreline

\$359K ▲13%

12-MONTH MEDIAN SELLING PRICE*

5,194 ▲17%

YTD CLOSED SALES

\$2B ▲34%

YTD CLOSED VOLUME

1,099 ▼37%

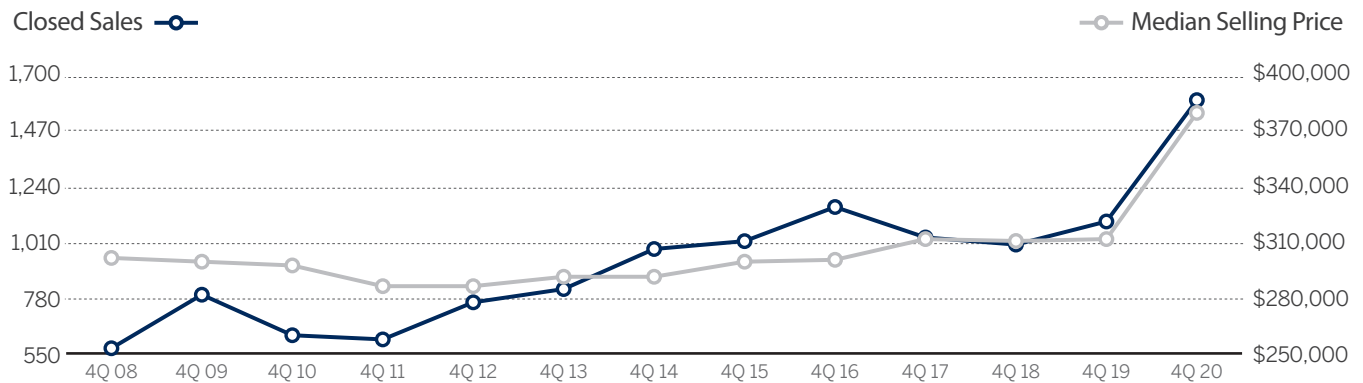
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 1/1/20 - 12/31/20

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q4 2019	Q4 2020	% CHANGE	Q4 2020
All Price Ranges	1,087	1,581	45%	1,099
0-\$399,999	784	861	10%	410
\$400,000-\$749,999	242	530	119%	385
\$750,000-\$999,999	29	92	217%	132
\$1,000,000-\$1,499,999	21	53	152%	74
\$1,500,000+	11	45	309%	98

SINGLE FAMILY HOMES 13-YEAR THIRD QUARTER SALES



*This Shoreline data is an aggregate of Middlesex, New Haven and New London Counties.

DOLLAR VOLUME UNDER CONTRACT

	2019	2020	% CHANGE
	NOV 1 - DEC 31	NOV 1 - DEC 31	
Units	1,102	1,349	22.4%
Estimated Volume	\$442,725,194	\$508,910,250	14.9%
Listed Avg Volume	\$401,747	\$377,250	-6.1%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	YTD 19 VS YTD 20	YTD 19 VS YTD 20	2019	2020	% CHANGE
				YTD 19 VS YTD 20					19 VS 20
THE SHORELINE	1,099	4,456	5,194	17%	34%	\$318,000	\$359,000	13%	
Branford	74	267	284	6%	13%	\$322,000	\$375,000	16%	
Chester	15	51	55	8%	26%	\$325,000	\$360,000	11%	
Clinton	57	187	232	24%	64%	\$280,000	\$319,000	14%	
Deep River	21	65	62	-5%	-2%	\$304,000	\$284,000	-7%	
East Haddam	49	157	202	29%	48%	\$258,000	\$275,000	7%	
East Lyme	57	239	276	15%	36%	\$320,000	\$350,000	9%	
Essex, Ivoryton, Centerbrook	49	107	152	42%	74%	\$410,000	\$450,000	10%	
Groton	68	367	387	5%	44%	\$250,000	\$297,000	19%	
Guilford	82	313	361	15%	26%	\$387,000	\$425,000	10%	
Haddam	37	103	147	43%	63%	\$285,000	\$324,000	14%	
Killingworth	24	75	113	51%	45%	\$375,000	\$385,000	3%	
Lyme	16	37	47	27%	30%	\$530,000	\$589,000	11%	
Madison	75	295	375	27%	37%	\$399,000	\$479,000	20%	
Milford	116	618	666	8%	26%	\$307,000	\$350,000	14%	
New London	40	181	182	1%	18%	\$172,000	\$198,000	15%	
North Stonington	11	53	65	23%	46%	\$280,000	\$320,000	14%	
Old Lyme	29	160	196	23%	66%	\$352,000	\$388,000	10%	
Old Saybrook	64	185	191	3%	6%	\$390,000	\$442,000	13%	
Orange	28	137	155	13%	32%	\$378,000	\$395,000	4%	
Southbury	40	220	287	30%	44%	\$364,000	\$390,000	7%	
Stonington	56	235	260	11%	30%	\$350,000	\$348,000	-1%	
Waterford	56	312	356	14%	29%	\$245,000	\$275,000	12%	
Westbrook	35	92	143	55%	54%	\$356,000	\$390,000	10%	
CONDOMINIUMS									
THE SHORELINE	207	1,135	1,363	20%	30%	\$168,150	\$189,000	12%	



0 Belden Island, Branford CT
MLS: 170362962



20 Grassy Hill Road, Roxbury CT
MLS: 170296059

AT A GLANCE

Litchfield County

\$293K ▲ 23%

12-MONTH MEDIAN SELLING PRICE*

3,113 ▲ 31%

YTD CLOSED SALES

\$1B ▲ 80%

YTD CLOSED VOLUME

845 ▼ 32%

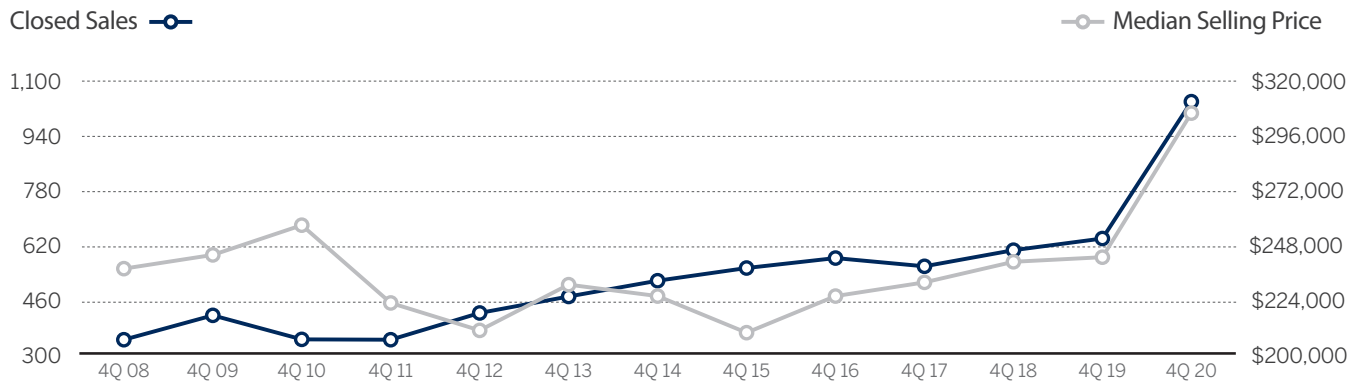
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 1/1/20 - 12/31/20

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q4 2019	Q4 2020	% CHANGE	Q4 2020
All Price Ranges	635	1,034	63%	845
0-\$399,999	534	695	30%	397
\$400,000-\$749,999	73	214	193%	231
\$750,000-\$999,999	9	51	467%	75
\$1,000,000-\$1,999,999	15	57	280%	76
\$2,000,000+	4	17	325%	66

SINGLE FAMILY HOMES 13-YEAR THIRD QUARTER SALES



DOLLAR VOLUME UNDER CONTRACT

	2019	2020	% CHANGE
	NOV 1 - DEC 31	NOV 1 - DEC 31	
Units	669	1,080	61.4%
Estimated Volume	\$307,108,464	\$584,021,880	90.2%
Listed Avg Volume	\$459,056	\$540,761	17.8%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	% CHANGE	2019	2020	% CHANGE
				YTD 19 VS YTD 20	YTD 19 VS YTD 20			
LITCHFIELD COUNTY	845	2,370	3,113	31%	80%	\$239,000	\$293,000	23%
Barkhamsted	8	51	73	43%	69%	\$255,000	\$280,000	10%
Bethlehem	21	44	59	34%	36%	\$330,000	\$335,000	2%
Bridgewater	16	18	37	106%	132%	\$421,000	\$585,000	39%
Canaan, North Canaan	32	55	54	-2%	9%	\$170,000	\$240,000	41%
Colebrook	8	15	33	120%	134%	\$235,000	\$329,000	40%
Cornwall	19	23	34	48%	91%	\$375,000	\$548,000	46%
Goshen	38	64	82	28%	73%	\$321,000	\$448,000	40%
Harwinton	28	88	94	7%	20%	\$257,000	\$274,000	7%
Kent	27	49	77	57%	77%	\$378,000	\$382,000	1%
Litchfield	51	104	175	68%	139%	\$280,000	\$364,000	30%
Morris	23	28	48	71%	98%	\$285,000	\$390,000	37%
New Hartford	23	93	110	18%	34%	\$234,000	\$303,000	29%
New Milford	99	329	403	22%	58%	\$295,000	\$340,000	15%
Norfolk	12	18	37	106%	217%	\$253,000	\$365,000	44%
Plymouth	36	180	164	-9%	10%	\$175,000	\$210,000	20%
Roxbury	24	38	71	87%	137%	\$593,000	\$730,000	23%
Salisbury	40	42	109	160%	237%	\$521,000	\$659,000	26%
Sharon	32	45	74	64%	171%	\$439,000	\$519,000	18%
Thomaston	23	75	82	9%	5%	\$225,000	\$221,000	-2%
Torrington	90	422	486	15%	41%	\$150,000	\$178,000	19%
Warren	12	15	47	213%	405%	\$500,000	\$608,000	22%
Washington	32	59	112	90%	108%	\$550,000	\$845,000	54%
Watertown	52	272	308	13%	31%	\$222,000	\$255,000	15%
Winchester	46	131	192	47%	70%	\$164,000	\$180,000	10%
Woodbury	53	112	152	36%	48%	\$357,000	\$375,000	5%
CONDOMINIUMS								
LITCHFIELD COUNTY	77	393	418	6%	19%	\$119,000	\$125,000	5%

Litchfield County



46 June Road, Washington CT
MLS: 170339941



49 Mountain Spring Road, Farmington CT
MLS: 170351274

AT A GLANCE

Farmington Valley

\$345K ▲ 6%

12-MONTH MEDIAN SELLING PRICE*

2,500 ▲ 20%

YTD CLOSED SALES

\$964M ▲ 26%

YTD CLOSED VOLUME

389 ▼ 46%

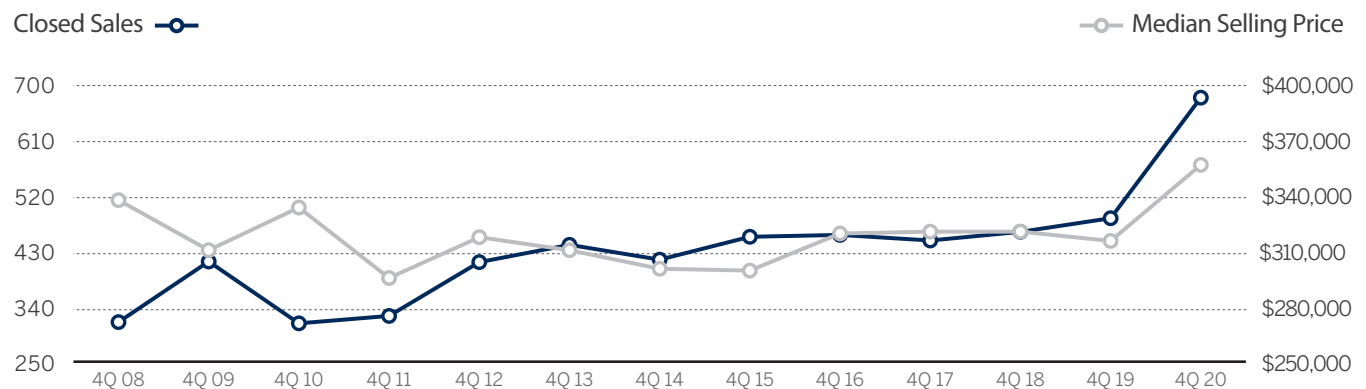
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 1/1/20 - 12/31/20

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q4 2019	Q4 2020	% CHANGE	Q4 2020
All Price Ranges	482	677	40%	389
0-\$299,999	214	205	-4%	84
\$300,000-\$499,999	193	329	70%	156
\$500,000-\$699,999	59	92	56%	84
\$700,000-\$999,999	14	39	179%	39
\$1,000,000+	2	12	500%	26

SINGLE FAMILY HOMES 13-YEAR THIRD QUARTER SALES



*This Farmington Valley data is reflective of select Hartford County towns.

DOLLAR VOLUME UNDER CONTRACT

	2019	2020	% CHANGE
	NOV 1 - DEC 31	NOV 1 - DEC 31	
Units	590	588	-0.3%
Estimated Volume	\$209,519,620	\$235,105,332	12.2%
Listed Avg Volume	\$355,118	\$399,839	12.6%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	% CHANGE	10/1/18-9/30/19	10/1/19-9/30/20	% CHANGE
				YTD 19 VS YTD 20	YTD 19 VS YTD 20			
FARMINGTON VALLEY*	389	2,076	2,500	20%	26%	\$327,000	\$345,000	6%
Avon	54	245	274	12%	16%	\$405,000	\$430,000	6%
Burlington	56	141	211	50%	64%	\$315,000	\$355,000	13%
Canton	21	140	161	15%	26%	\$325,000	\$370,000	14%
Farmington	55	220	292	33%	44%	\$343,000	\$385,000	12%
Granby	30	166	214	29%	36%	\$305,000	\$320,000	5%
Hartland	4	27	26	-4%	4%	\$215,000	\$249,000	16%
Simsbury	78	340	408	20%	21%	\$338,000	\$340,000	1%
West Hartford	91	797	914	15%	19%	\$315,000	\$325,000	3%
CONDOMINIUMS								
FARMINGTON VALLEY*	105	552	602	9%	17%	\$191,000	\$200,000	5%

* Farmington Valley data is reflective of all the individual towns listed, added up.

Farmington Valley



679 Litchfield Turnpike, New Hartford, CT
MLS: 170347234



222 Ide Rd, Williamstown MA
MLS: 231929

AT A GLANCE

Berkshire County

\$264K ▲ 20%

12-MONTH MEDIAN SELLING PRICE*

1,738 ▲ 21%

YTD CLOSED SALES

\$653M ▲ 60%

YTD CLOSED VOLUME

801 ▲ 4%

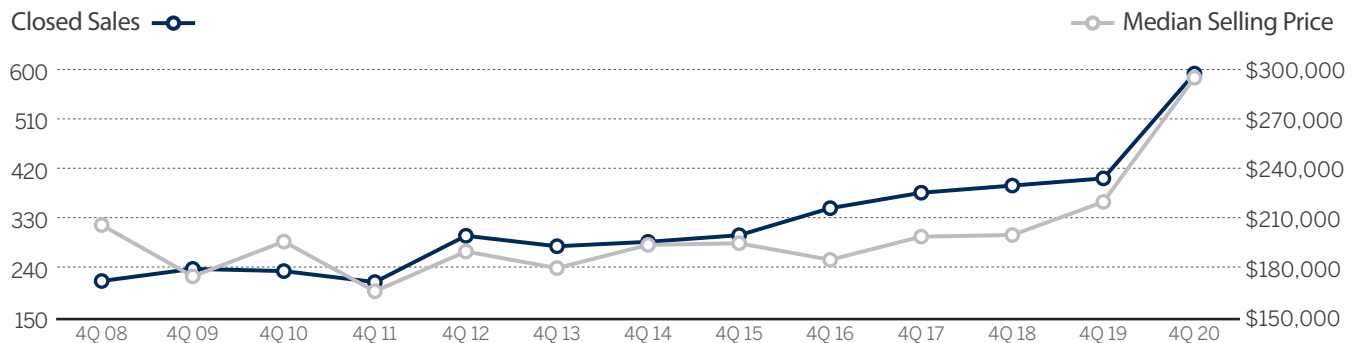
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 1/1/20 - 12/31/20

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q4 2019	Q4 2020	% CHANGE	Q4 2020
All Price Ranges	405	595	47%	801
0-\$399,999	329	395	20%	455
\$400,000-\$749,999	61	132	116%	178
\$750,000-\$999,999	8	33	313%	69
\$1,000,000-\$1,499,999	6	19	217%	35
\$1,500,000+	1	16	1500%	64

SINGLE FAMILY HOMES 13-YEAR THIRD QUARTER SALES



DOLLAR VOLUME UNDER CONTRACT

	2019	2020	% CHANGE
	NOV 1 - DEC 31	NOV 1 - DEC 31	
Units	320	232	-27.5%
Volume	\$110,987,776	\$128,474,030	15.8%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	YTD 19 VS YTD 20	YTD 19 VS YTD 20	10/1/18-9/30/19	10/1/19-9/30/20	% CHANGE
				YTD 19 VS YTD 20					% CHANGE
BERKSHIRE COUNTY	801	1,437	1,738	21%	60%	\$220,000	\$264,000	20%	
Adams	33	84	76	-10%	0%	\$140,000	\$151,000	8%	
Alford	7	13	20	54%	15%	\$690,000	\$714,000	3%	
Becket	26	48	72	50%	98%	\$233,000	\$292,000	25%	
Cheshire	12	21	22	5%	35%	\$180,000	\$301,000	67%	
Clarksburg	4	9	16	78%	166%	\$113,000	\$151,000	34%	
Dalton	24	79	85	8%	21%	\$193,000	\$230,000	19%	
Egremont	22	25	38	52%	190%	\$450,000	\$700,000	56%	
Florida	5	10	4	-60%	-7%	\$123,000	\$132,000	7%	
Gt. Barrington	74	73	122	67%	144%	\$339,000	\$480,000	42%	
Hancock	2	6	4	-33%	-1%	\$245,000	\$398,000	62%	
Hinsdale	13	32	28	-13%	-5%	\$244,000	\$251,000	3%	
Lanesborough	24	37	43	16%	27%	\$235,000	\$252,000	7%	
Lee	28	52	74	42%	43%	\$278,000	\$264,000	-5%	
Lenox	56	73	79	8%	45%	\$355,000	\$490,000	38%	
Monterey	19	14	37	164%	151%	\$506,000	\$500,000	-1%	
Mt. Washington	4	1	3	200%	161%	\$642,000	\$575,000	-10%	
New Ashford	2	4	1	-75%	-78%	\$356,000	\$360,000	1%	
New Marlborough	17	20	42	110%	93%	\$440,000	\$468,000	6%	
North Adams	44	90	127	41%	48%	\$133,000	\$145,000	9%	
Otis	32	38	60	58%	91%	\$344,000	\$373,000	8%	
Peru	4	15	14	-7%	21%	\$205,000	\$312,000	52%	
Pittsfield	179	469	444	-5%	10%	\$178,000	\$195,000	10%	
Richmond	25	29	40	38%	71%	\$335,000	\$440,000	31%	
Sandisfield	6	14	26	86%	98%	\$245,000	\$306,000	25%	
Savoy	4	4	9	125%	140%	\$223,000	\$238,000	7%	
Sheffield	28	40	51	28%	62%	\$335,000	\$400,000	19%	
Stockbridge	34	36	51	42%	112%	\$402,000	\$474,000	18%	
Tyringham	6	9	6	-33%	125%	\$370,000	\$1,113,000	201%	
Washington	1	4	6	50%	5%	\$337,000	\$209,000	-38%	
West Stockbridge	21	20	37	85%	132%	\$433,000	\$565,000	30%	
Williamstown	42	56	90	61%	99%	\$313,000	\$352,000	12%	
Windsor	3	12	11	-8%	-15%	\$256,000	\$241,000	-6%	
CONDOMINIUMS									
BERKSHIRE COUNTY	111	176	180	2%	40%	\$199,000	\$296,000	49%	

Berkshire County



324 Long Pond Road, Great Barrington MA
MLS: 233112



68 Saddle Rock Road, Stamford CT
MLS: 170332691



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Information Sources: Various MLSs including BCBOR, GMLS, HGMLS, and SmartMLS, the Conference Board, the Fed, YCharts, Zacks. While information is believed true, no guarantee is made for accuracy. Due to the dynamic nature of MLS services, inventory numbers can change on minute to minute basis. As a result, there may be small discrepancies in our reporting on inventory. MMXX Sotheby's International Realty® and the Sotheby's International Realty Logo are service marks licensed to Sotheby's International Realty Affiliates LLC and used with permission. WPS Holdings LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated. Any services or products provided by independently owned and operated franchisees are not provided by, affiliated with or related to Sotheby's International Realty Affiliates LLC nor any of its affiliated companies.